

Message Text

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46

ACTION COME-00

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FM USMISSION USBERLIN

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E. 11652: N/A

TAGS: BEXP, BFOL, GW

SUBJECT: GLOBAL MARKET RESEARCH: FOOD PROCESSING AND PACKAGING
EQUIPMENT - USSR

REF: STATE 037668 (REPEATED USBERLIN AS BONN 2920)

1. DR. KINDEL CONTACTED THIS DATE AND STATED RE QUESTIONS POSED
IN PAR 3 A AND B OF REFTTEL, THE FIGURES ARE FOR THE USSR. WITH
RESPECT TO QUESTION 3 C ON METHODOLOGY, KINDEL STATES FIGURES
FOR RSFSR WERE ONLY ONE OF SEVERAL SOURCES FROM WHICH TOTAL USSR
FIGURES WERE PROJECTED. VARIOUS SOURCES CONTAINED CONFLICTING DATA,
BUT ALL FINAL FIGURES ON TABLE 8 WERE DERIVED FROM VALUES NOT
QUANTITITE. WITHIN STATISTICS, TOTAL INVESTMENT AND TOTAL SALES FIGUR
ES
(BOTH OF WHICH WERE PROJECTED FROM PLANNING DOCUMENTS) ARE THE
MORE ACCURATE FIGURES. BREAKDOWNS HAD TO BE ESTIMATED BASED
ON CERTAIN ASSUMPTIONS.

2. KINDEL BELIEVES IT IMPORTANT TO TAKE INTO ACCOUNT THAT USSR
PRICING SYSTEM MAKES IT DIFFICULT TO DERIVE USABLE DOLLAR
FIGURES FROM EX FACTORY PRICES. LOGICAL CONNECTION BETWEEN EX
FACTORY PRICES AND REAL PRICES BASED ON RECOGNIZED WESTERN COST
ACCOUNTING PRACTICES IS NOT ALWAYS EVIDENT. IN ADDITION DUE TO NATURE
OF USSR FOREIGN TRADE MECHANISM, PRICES ESTABLISHED FOR EACH
INDIVIDUAL TRADE TRANSACTION DO NOT ALWAYS HAVE DIRECT
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RELATION TO REAL PRICES.GEORGE

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NNN

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